

**1998 PERFORMANCE - YTD THROUGH 2/98  
RANKING REPORT**

	PM SHARE OF INDUSTRY	PM PREM SHARE OF CAT	TOP 10 CHAINS	LEADERSHIP ACCOUNTS	NON COMPLIANCE % OF DOLLARS	AVG. CALLS PER TSM PER CYCLE (YTD)	NUMBER OF TSM'S PROMOTED TO SDA	% MUL DIST.	% BB100'S DIST.	% MARLBORO MONEY-OFF	% BASIC MONEY- OFF	% POS	OVERALL SCORE	OVERALL RANK
T. Richards	4	3	1	2	1	4	3	8	16				4.6	1
B. Sears	1	1	6	3	19	9	9	11	6				6.6	2
J. Bischoff	3	2	7	10	8	12	5	14	10				7.4	3
R. Rahman	9	8	12	11	2	7	9	7	5				7.9	4
T. McCarthy	7	10	16	14	21	8	2	1	3				8.9	5
J. Yeager	11	15	4	6	18	2	9	9	4				8.9	6
T. Clem	6	6	14	17	14	19	9	2	2				9.5	7
M. Suter	14	11	3	15	15	10	9	4	1				9.6	8
W. Cashion	2	9	19	13	13	3	4	20	17				10.2	9
J. Lucas	8	13	20	21	10	1	9	10	15				11.5	10
S. Vasquez	16	7	10	8	17	16	1	6	18				11.5	11
R. Lawrence	5	4	15	7	20	20	9	17	14				11.6	12
T. Hanson	21	20	11	5	4	11	3	15	12				12.3	13
R. Jones	15	21	18	9	16	5	3	13	8				12.3	14
M. Johnson	19	12	2	18	11	13	5	5	20				12.4	15
A. MacRae	20	16	5	19	9	22	8	3	7				12.9	16
D. Bruno	12	5	21	1	22	21	9	16	11				13.0	17
M. Pfeil	10	14	13	22	6	18	9	19	13				13.4	18
G. Salvato	13	17	8	16	7	14	7	22	21				13.8	19
N. Bahou	17	18	9	20	3	6	8	21	22				14.1	20
L. Dawson	18	19	17	4	12	17	9	12	19				14.5	21
D. Werth	22	22	22	12	5	15	6	18	9				15.3	22
J. Clary	1	3	5	1	3	1	3	3	2	2	2	5	2.4	1
G. Eastburn	2	2	2	3	4	5	4	1	1	4	1	3	2.6	2
B. Hopkins	3	1	3	5	5	4	1	2	4	1	3	2	2.9	3
P. Paoli	4	4	1	4	1	2	2	4	5	3	4	4	3.3	4
H. Willard	5	5	4	2	2	3	5	5	3	5	5	1	3.9	5
REG. WEIGHT	20.0%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	100%	
SEC. WEIGHT	20.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%				100%	

**Notes:**

- The ranking for the number of TSM's promoted to SDA reflects ties
- Section 53 share results expected to improve with sub-jobber database restatement (4/98)

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